

California FIT Rooftop PV Business Development Manager

Tioga Energy is a renewable energy services provider with a growing track record of successfully developing, financing, owning and operating distributed solar power systems and selling the electricity produced by those systems to a variety of commercial, industrial, and institutional customers. The team consists of seasoned, smart and dedicated professionals. Tioga Energy is backed by top-tier investors, who are passionate about building a successful company and driving rapid growth of renewable energy.

A new market for distributed solar rooftop power systems is emerging in the state of California. California utilities have launched or have announced the intent to launch programs with a goal of entering into long term power purchase agreements (PPAs) with companies like Tioga Energy who can successfully build and operate rooftop solar power systems located on commercial, industrial, and institutional facilities in the state. As a leading California-based PPA provider with a growing portfolio of successful PPA projects in the state, Tioga is well positioned to compete in this new market segment.

Position Summary

Tioga Energy is looking for a sophisticated business development professional to characterize the market opportunity for Tioga Energy under these new utility programs, work with Tioga management to establish a plan for maximizing Tioga's success in this new market, and then lead the execution of that plan. The position will be based in Tioga's San Mateo, CA headquarters, within the sales and marketing department, but will also work closely with Tioga's project finance team.

Job Responsibilities

- Establish and maintain expert knowledge about the details of these utility PPA programs
- Work with Tioga management to develop a business model and plan for success in this market
- Work with Tioga's finance team to refine financial models and products as required
- Work with Tioga's legal team to create and/or refine contract documents needed to secure business
- Work with marketing to develop marketing materials as needed
- Support the collection and analysis of competitive intelligence in this new market
- Identify and secure appropriate sites for project development
- Manage preparation of proposals/applications to utilities as required
- Secure PPA contracts with utilities

Specific Skills and Experience Sought

- Meaningful experience having led efforts bidding and selling products or services to electric utilities
- Knowledge of California utility market environment (geographical, regulatory, etc.)
- Knowledge of photovoltaic technology in commercial scale applications
- Experience working with and closing complex contracts
- Ability to work independently and marshal resources from an interdisciplinary team in a start-up company environment
- Experience in the field of commercial real estate preferred

Requirements

- 5+ years of experience in an energy field working with electric utilities
- A bachelor's (or advanced) degree in engineering, business or finance
- Must be passionate about renewable energy
- Mastery of Microsoft Office products (Excel, Word, PowerPoint)
- Some travel required

Resumes should be sent to jobs@tiogaenergy.com